

67.40/z : July 25, 1980



EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

JULY 25, 1980

- 2093 Rabbit breeding stock (Ecuador). Wants 100 males, 500 to 1,000 females, 3 to 5 months old. Interested in meat breeds for high altitude. Delivery up to one year. Vaccination and health certificates for shipping are required. Quote C&F Quito by air and FOB. Bank ref: Banco Popular, Amazonas 648, Quito, Ecuador. Contact: Rafael Troya P., Electronica Aplicada CIA. Ltda., Las Casas 293, Casilla 65-A, Quito, Ecuador. Cable: TROYACO. Phone: 230-431 522-207.
- 2094- Meat and bone meal, fish meal, whey powder & skimmed milk powder
2095 (Philippines). Will provide information on quantity and other details as soon as info on products are available from suppliers. Quote C&F, CIF. Bank ref: China Banking Corporation, Manila, Philippines. Contact: Jesus G. Chua, Hercules Commercial, ABC Main Bldg., 2251 Pasong Tamo, Makati, Metro Manila, Philippines. Telex: 742-5825 HERCOMM. Cable: HERCOMM, Manila. Phone: 818-66-34 or 818-66-38 or 88-23-58.
- 2096 Mango seedlings (Guatemala). Wants 10,000 Mango seedlings (Tommy Atkins & Heiden). First quality, soil free, delivery May or June 1981. Phytosanitary certificate required. Quote CIF La Aurora airport or CIF Santo Tomas port. Bank ref: Bank of America, 11 Calle & 5 Avenida, Zona 1. Contact: Edgar Barillas Cabrera, Agropecuaria Eslovaquia, S.A., 13 Calle 15-25, Zona 13, Guatemala City, Guatemala. Phone: 312842, 65429.
- 2097- Pork and beef filets (Netherlands). Wants pork filets (300-500 grams),
2098 120-150 mt per month; and beef filets (1.5-3.0 kg), 10 tons. Must be clean and stripped. Delivery as soon as possible. Bank ref: Amro Bank - Voorburg. Contact: B. L. Peuschgens, Den Hollander B.V., P.O. Box 25, Leidschendam, Netherlands. Telex: 33574. Phone: 70/243186.
- 2099- Wheat, corn, sorghum (South Africa). Wishes to buy 18,000-20,000 tons of
2101 wheat, both white and yellow corn, and grain sorghum. Quote CIF Mombasa, both bulk and bagged. Delivery soonest. Shipment is for use in a country where hunger is rampant, therefore, the price is of major importance. Bank ref: Trust Bank, Johannesburg. Contact: Aubrey Kusner, Anaimex, 18 Susman Avenue, Blairgowrie, Randburg 2194, South Africa. Telex: 4-24802 SA. Cable: ANAIMPEX SA. Phone: Code 011/789-1064.
- 2102 Bakery products (Sweden). Wishes to buy bakery products with keeping qualities of at least 1 to 2 months, produced only by natural ingredients, consumer packages in display boxes for supermarkets. Contact: Claes Frostell, Nordiska Brodcentralen AB, Kevingeringen 35, S-182 33 Danderyd, Sweden. Telex: 14067 NBC S. Phone: 08/753 24 40.

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- 2103 Ginseng (Taiwan). Importer desires unspecified quantity of American ginseng, ginseng roots and ginseng radix in standard hard paper barrel as soon as possible after agreement reached. Quote FOB or C&F Taiwan port by sea or by air. Bank ref: The Farmers Bank of China. Contact: Ernie Yu, Seng Shin Trading Co., Ltd., 9/F, No. 7 Tong-Fong Street, Taipei, Taiwan. Phone: (02) 701-5144 or 704-1488.
- 2104 Chicken (Egypt). Wants 100 mt chicken, 50 mt chicken parts. Should be broilers less than 60 days old, 800-1,400 grams each. Packed 20 per carton. Delivery July/August. Islamic slaughter certificate required. Quote CIF Alexandria. Bank ref: Industrial Development Bank, Cairo. Contact: ENG. Hamza Saada, El Sharkia Establishment for Importing and Exporting, 34 Abdel Salam Zohny St., Heliopolis, Egypt. Phone: 870434.
- 2105- Rice, popcorn (Ivory Coast). Wants rice, about 6 containers of 20' per
2106 month (20 mt each), long grain American rice about 35% breakage, 2 lb packets in paper bags of 30 packets each, French labels if possible; and popcorn, 1 to 2 containers of above size per month, corn for making popcorn, 100 lb bags. Delivery in 6 weeks. Quote C&F and CIF Abidjan. Bank ref: Bici Ci Abidjan. Contact: R. Fenninger, Sabimex, 01 BP 1108, Abidjan 01, Ivory Coast. Telex: 3521. Phone: (225) 32.1.6.85, 32.75.80.
- 2107 Evaporated milk (Ivory Coast). Wants sweetened evaporated milk in tins, about 10 x 20 ft. containers of 18 mt per month, fat content 8%, cartons of 12 or 24 x 100 grs, cartons 48 x 400 grs, cartons of 120 x 78 grs or any other size. Delivery in 6 weeks for the first order then 2 to 5 containers every two weeks. French labels requested if possible. Big size (1000 gr) with plastic cap to enable the buyer to close the tin after use. Quote C&F and CIF Abidjan. Bank ref: Bici Ci Abidjan. Contact: R. Fenninger, Sabimex, 01 B.P. 1108, Abidjan 01, Ivory Coast. Telex: 3521. Phone: 32.16.85, 32.75.80.
- 2108 Chicken (New Zealand). Wants frozen whole chickens, chicken pieces, wings, drumsticks etc., approximately 500-1,000 cartons per month, Grade A, cello wrapped - about 10-12 birds per carton, delivery monthly. Quote CIF South Pacific Island ports, New Caledonia, Tahiti, New Hebrides, Western Samoa. Bank ref: Bank of New Zealand, Queen Street, Auckland, N. Z. Contact: G. W. Kemp, W. H. Grove and Sons Ltd., P.O. Box 3718, Auckland, New Zealand. Telex: NZ 21644. Phone: AUCKLAND 774295.
- 2109- Frozen chicken, eggs, apples, pears, oranges, cherries, potatoes, onions,
2117 & honey (Australia). Interested in container lots of above products. Chicken must be Halal killed. Quote FOB, Saudi Arabia. Contact: B. J. Webster, Tradelink Pty. Ltd., 17/19 Bent St. Sydney NSW 2000, Australia. Telex: 26568. Phone: 02-2326844.
- 2118 Evaporated milk (England). Wants evaporated milk, 50,000 export cartons of 96 cans, 9% butterfat formula, in cans 6 oz (six ounces). Quote FOB, East Coast. Bank ref: National Westminster Bank Ltd., 1 Kensington High Street, London W8 5NR. Contact: Roy H. Presswell, Bowmar Marketing Ltd., Maylands Avenue, Hemel Hempstead HP2 4SE, England. Telex: 826883. Phone: 0442 69606.

- 2119 Pet foods (France). Dog, cat and other pet foods, new dietetic products for pets. Marketing territory covers: France, Western Europe and Africa. Bank ref: Credit Lyonnais in Courbevoie, Agence DF 559. Contact: F. Depoil, President, General Manager, Rigaux, Division Veterinaire Delalande, 20 rue H. Regnault, 92402 Courbevoie, France. Telex: 620 001. Phone: 788 50 77.
- 2120 Cotton (Indonesia). Wishes to contact U.S. suppliers of raw cotton. Payments would be by Letter of Credit. Request catalogues, CIF Jakarta price quotations for above product. Contact: Harun Sutanto, Pres. Director, C.P. T. Aber Utama, Jalan Kali Besar Barat 33, Jakarta Barat, Indonesia. Cable: ABER UTAMA Jakarta. Phone: 670442.
- 2121 Leaf tobacco (France). Wishes to contact U.S. suppliers of leaf tobacco. Marketing territory covers: West and Equatorial West Africa. Bank ref: B.N.P., 87 Ave. Kleber, Paris. Contact: J. C. Chazarin, Import Manager, Compagnie Generale D'Importation D'Agences C. G. I. A., 116 rue Lauriston, 75116 Paris, France. Telex: PUBLI 210 311 CODE 363. Phone: 727 30 95.
- 2122 Pet foods (France). Interested in buying U.S. pet foods. The firm is a manufacturer and distributor of veterinary products, pet food and accessories. Bank ref: Banque Worms, rue General Leclerc; B.N.P. Grand Place, both in Tourcoing. Contact: B. Lecroart, President, Elsay-Riga, 1 Ave. Albert Ier, 59200 Tourcoing, France. Telex: 110 339. Phone: (20) 01 78 31.
- 2123- Pet foods, livestock feeds (France). Interested in contacting U.S.
2124 suppliers of pet foods and prepared feeds and feed ingredients for animals and fowls. Bank ref: B.N.P. 8 Ave. Descartes, 92350 Le Plessis-Robinson. Contact: J. Gulinier, General Manager, ETS. Scapex, Z.I. Ave. Descartes, 92350 Le Plessis-Robinson, France. Telex: 21 311 F. Phone: 630 48 50.
- 2125- Peanuts, sunflower seeds (Spain). Wants blanched peanuts and gray-colored
2126 sunflower seeds (for human consumption). Quantity: 100 mt of each (in partial shipments of 17 mt). Jumbo and Virginia peanuts, hulled and unhulled sunflower seeds. Packaging: 50-kilo sacks. Quote CIF Spanish port. Delivery date: two months. Bank ref: Santander. Contact: J. S. Pulido-Manceso, Eximtrade, S.A., Serrano, 51, Madrid-6, Spain. Telex: 27551/27611. Phone: (91) 448 50 66.
- 2127- White corn, red beans, cane sugar, rice, cooking oils (Kenya). A
2131 Washington, D.C. attorney, as representative for potential clients in Kenya, interested in shipment of the following agricultural products to Kenya: 50,000 mt of white corn, 10,000 mt of red beans, 20,000 mt of cane sugar (99.8-99.9 polarization), 10,000 mt of long grain white rice (10% broken), and substantial quantities of cooking oil. Contact: W. Edward Thompson, Attorney and Counselor at Law, 716 E Street, S.E., Washington, D.C. 20003. Phone: (202) 546-1300.
- 2132- Fresh and frozen fruits and vegetables (Belgium). Important Belgian
2135 importer interested in introducing/marketing U.S. fresh and luxury (delicatessen) frozen fruits and vegetable on Belgian market. Importer is seeking U.S. suppliers interested in supplying product and participating in (1) International Brussels Food Fair, October 4-23, 1980, (2) Inauguration

of Brussels European Import (wholesale market) Center, January 2, 1981. Representative visiting U.S. August 11-15 is interested in meeting interested parties. Contact: Filip Swaap, ETS. Parmin S.A., Boulevard D'Ypres, 25, B-1000 Brussels, Belgium. Telex: PARMIN. Phone: 02/218.25.00.

- 2137- Corn oil, soybean oil (Italy). Wants corn oil, soyoil and sunflower oil,
2138 plain and vitaminized. Quantities to be determined on basis of offers. Commercial grade, container loads. Italian regulations require that seed oils contain between 1-3% sesame oil; offers should indicate whether or not quotations include addition of sesame oil. Quote CIF Genova or Savona. Bank ref: Banca Di S. Paolo, Genova. Contact: Giorgio Pavia, Managing Director or Giorgio Ridella, Soc. Agricola Fattoria Alimentare SPA, Via G. Alessi 6/3, 16128 Genova, Italy. Telex: 271577 AGRICOLA I. Cable: AGRICOLA, Genova. Phone: 010/586184.
- 2139 Chicken (Austria). Wants 30,000 mt of whole chickens, ready-to-cook, 600 to 1,600 grams each, each bird in plastic bag, 12 per cardboard box, beginning in August 1980. Exact date subject to contract specification. No markings on boxes other than net weight. Quote CIF Trieste, Hamburg or Bremen. Bank ref: Central Wechsel-Und Creditbank, Krugerstrasse 1, A-1015 Wien, Postfach 140. Contact: Nikolaus Pal, Export-Import Nikolaus Pal, Heinestrasse 2/2/12, A-1020 Wien, Austria. Phone: 0222/241193.
- 2140- Dried milk, butter (Austria). Wants 20,000 mt low fat, 10,000 mt dry whole
2141 milk, 5,000 mt feed grade. Fat content 1 1/2% for low-fat, 4% for dry whole milk. Lots of 10,000 mt and over in 35 to 50 kilogram bags. Smaller lots in plastic bags packaged in strong paper bags. Delivery end of August through September/October 1980. Lots of 10,000 mt and over to be packed in hermetically sealed bags. Quote CIF Trieste, Hamburg or Bremen. Also 5,000 mt butter, 16-18% moisture. Bank ref: Central Wechsel-UND Creditanstalt, Krugerstrasse 1, A-1015 Wien, Postfach 140. Contact: Nikolaus Pal, Export-Import Nikolaus Pal, Heinestrasse 2/2/12, A-1020 Wien, Austria. Phone: 0222/241193.
- 2142- Beef, beef tenderloin, tongues (Austria). Wants beef, 20,000 mt, deboned,
2143 water content no more than 3 to 5%; beef tenderloin, 5,000 mt, 1.5-3.5 kg per cut, well cleaned; and beef tongues, 5,000 mt, 1.2-2.5 kg per piece, 1st, 2nd & 3rd grade, no incisions or bruises. Packaged cardboard boxes or bags. Delivery beginning in August 1980. Quote CIF Trieste, Hamburg or Bremen. Bank ref: Central Wechsel-UND Creditbank, Krugerstrasse 1, A-1015 Wien, Postfach 140. Contact: Nikolaus Pal, Export-Import Nikolaus Pal, Heinestrasse 2/2/12, A-1020 Wien, Austria. Phone: 0222/241193.
- 2144 Veal (Austria). Wants 10,000 mt of carcass veal, without skin, head and feet, carcass weight within 35 to 80 kilogram range, 2 to 3 carcasses per jute bag, each piece separately packed in plastic bag. Delivery beginning in August 1980. Quote CIF Trieste, Hamburg or Bremen. Bank ref: Central Wechsel-UND Creditbank, Krugerstrasse 1, A-1015 Wien, Postfach 140. Contact: Nikolaus Pal, Export-Import Nikolaus Pal, Heinestrasse 2/2/12, A-1020 Wien, Austria. Phone: 0222/241193.
- 2145- Canned fruits and juices (Scotland). Wants canned fruits and canned fruit
2146 juices, containers lots. Grades: Choice/Standard. Packaged: fruits

6 x A10/3kg tins, juices: 24 x A2 (20 oz); 12 x A5 (48 oz); 6 x A10.
Quote CIF. Contact: A. S. Bell, Clark & Son (produce) Ltd., 151 Balmoral
Street, Glasgow G14 ODX, Scotland. Telex: 779752. Phone: 041 954-5001

- 2147 Sunflower oil (England). Wants sunflowerseed oil, in bulk, lots of
500/1,000 tons. Quote CIF or C&F European main ports. Bank ref: National
Westminster Bank Ltd., 1 Mincing Lane, London EC3. Contact: Norman Smith,
Union Merchants Overseas Ltd., London EC3V 1JH, England. Telex: 8814769.
Phone: 01-626 7773.
- 2148 Rice (Nigeria). Nigerian agent interested in quotation for 10,000 metric
tons, long grain rice No. 2, parboiled, milled and packed 50 kilogram sacks
(poly or jute). Firm is seeking U.S. joint venture partners for
agricultural production and/or agricultural equipment and supplies import.
Bank ref: UBA OMB 7156 ABA. Contact: Chieme (Nig) Ltd., P.O. Box 661,
ABA IMO State, Nigeria. Attention: Christopher Chuckwonye, Director.
Cable: CHIECO, ABA.
- 2149 Canned chicken, meats, eggs, specialties, fish, fruits, vegetables and
juices (France). Serves supermarkets for above items, marketing territory
covers France. Bank ref: Societe Generale, 40 Avenue J.B. Lebas, 59100
Roubaix. Contact: Mr. Vandebussche, Import Manager, Auchan, 200 rue de
La Recherche, 59650 Villeneuve D'Asco, France. Telex: 160-414.
Phone: (20) 91-92-24.
- 2150- Meat, fresh & frozen fish (France). Interested in meat and offals, frozen
2151 fish and sea foods, cash grains, (bean seeds). Marketing territory
covers: West Europe, Canada, Africa, France, and other countries.
Represents: U.S. firms: Spencer, Milwaukee, Wisconsin and Armour & Co.,
Bank ref: De L'Yonne and Banque Nationale de Paris. Both in 89000
Auxerre. Contact: Marquis Septier, Manager, Societe Jacquimport, 39
Avenue de St. Georges Auxerre, France. Telex: 800 010 F. Phone:
(86) 526212.
- 2152 Frozen foods (France). Interested in frozen meats and offals, fruits and
vegetables, specialties, packaged fish and seafoods. Marketing territory
covers: France, Western Europe, Africa, Middle East. Specializes in food
products. Bank ref: Banque Vernes, Ave. Hoche, Paris. Contact: Robert
O'Hana, Manager, Sidiex, 15BIS rue Georges Bizet, 75116 Paris, France.
Telex: 620 644. Phone: 504 32 00 1.
- 2153 Feed supplements (Portugal). Interested in direct sale and representation
for feed supplements. Requests samples and prices for feed supplements
such as calcium, vitamins and milk preparations. Contact: Manuel
Castanhas, Manager, Manuel D'Oliveira Castanhas, Pedralva, 3780 Anadia,
Portugal. Phone: (031) 52484.
- 2154 Canned and frozen foods, health foods, food supplements, confectionery (St.
Vincent). Wishes to contact U.S. suppliers of above items. Contact: L. R.
Robertson, Managing Director, Lyric Trading Co., P.O. Box 179, Kingstown,
St. Vincent, W.I. Cable: "LYRIC", St. Vincent. Phone: 61601.
Telex: 535 LYRIC VQ.
- 2155- Grocery line, confectionary (Canary Islands). Interested in buying a wide
2156 variety of food items including canned fruits, vegetables and specialties,

frozen fruits and vegetables, dried foods, rice, breakfast foods, cookies, confectionery products, and wines. Subject firm operates as an agency on commission basis. Sells throughout the Canary Islands. Requests quotations CIF port of Las Palmas, Canary Islands. Contact: Ciro R. Rios Ortiz, Director, Plaza de La Victoria, 7 Las Palmas de Gran Canaria, Canary Island, Spain. Telex: 96284. Phone: 928/279439.

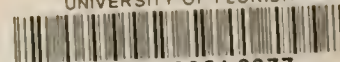
- 2158 Soybeans (France). Soybean oil mill producing soy cake for cattle feed wishes to contact U.S. suppliers. Marketing territory covers Western Europe, Eastern Europe, Latin America, ASia, Middle East. Bank ref: Banque Francaise Du Commerce Extérieur and Credit Lyonnais, both in Paris. Contact: Albert Bouaziz, Soules et Cie, 163 Blvd. Murat, 75016 Paris, France. Telex: 203382. Phone: 608-81-80.
- 2159- Canned fruits, honey (Yemen). Wishes to contact U.S suppliers. Contact: 2160 Al-Anassi Trading Corporation, P.O. Box 3914, Hodeidah, Yemen Arab Republic. Telex: 5568-1-8 63. Cable: ALANSSI. Phone: 2946, 4361.
- 2161 Beef (Japan). Wants beef, portion cut for steaks, approximately 300 tons a year, one ton a day, chilled. The buyer plans to visit Los Angeles and San Francisco for about a week from September 17, and wishes to meet supplier at that time. Quote FOB U.S port. Bank ref: Fukuoka Bank, UMI Branch, 3767 Oaza UMI, UMI-Machi, Kasuya-Gun, Fukuoka Pref., Japan 811-21. Contact: Koichi Mitamura, President, Fukuei Shokuhin Co., Ltd., 838 Sumiyaki, UMI-Machi, Kasuya-Gun, Fukuoka Pref., Japan 811-21. Phone: 09293-2-5308.
- 2162 Chicken (Netherlands). Interested in (A) cooked boneless chicken meat, and (B) uncooked chicken breast filets. Several containers per month (20-30 metric tons). The cooked meat should be from heavyweight hens in natural proportions brown/white meat. Packed in cartons of approx. 10-15 kilograms each, individually quick frozen in pieces of 9:9:9 mm or 18:18 mm. Delivery as soon as possible. Send samples and CIF Rotterdam offers. Bank ref: Rabo-Bank, Eerde (N.BR.). Contact: P. N. Ploegmakers, Gebr. Ploegmakers B.V., Den Dubbelen 3, Eerde (N.BR.), Netherlands. Telex: 50352. Phone: 4130-63803.
- 2163 Pine nuts (Germany). Wants undisclosed quantity of pine nut kernels. Quote CIF Hamburg. Bank ref: Warburg-Brinckmann, Wirtz & Co. Contact: Helmut Schnack, Schnack & Wesseloh, Agarimport, Moenckebergstrasse 11, D-2000 Hamburg 1, West Germany. Telex: 2 161 594 (ANSWER BACK: SWCO D). Cable: SWAGRIM, Hamburg. Phone: 040-32 53 66.
- 2164- Chicken, sugar, rice, meat, butter (United Arab Emirates). Subject firm 2167 desires to contact American suppliers of following food products: (1) vacuum sealed frozen chicken. Weight range should vary between 800 and 1,400 grams. Chicken should have white skin. (2) crystal white sugar. Sugar solubility and polarization should be 99.7 and 100 percent respectively. (3) American long grain rice USDA Grade 2. (4) Chilled and frozen meat. (5) Unsalted butter packed in 50-100-500 grams. Contact: Jack Tombazian, Managing Partner, Hans Ehlers, P.O. Box 5883, Dubai, United Arab Emirates. Telex: 47637 HANS EM.

- 2168 Dairy and poultry turn key operation (Germany). Inquirer seeks contact with U.S. Agri-business/engineering firm, experienced in developing turn-key agricultural operations, especially for dairy cattle and poultry. U.S. input would cover full spectrum of such operations including all elements of infrastructure needed to raise, process, store and distribute cattle, and poultry products. U.S. consultant would also be advisor/coordinator of any purchases in U.S. needed to implement such projects. Bank ref: Dresdner Bank A.G., Hamburg. Contact: Dr. El. Tayeb Beshir, Dr. Beshir GMBH, Schafshagenberg 6A, P.O. Box 90 02 30, D-2100 Hamburg 90, West Germany. Telex: 2 15 122 (ANSWER BACK: BESHI D). Phone: 040 - 760 63 48.
- 2169 Flue cured tobacco (Taiwan). One of the 5 government-authorized trading companies, with branch office in San Francisco, seeks to represent a reliable U.S. tobacco supplier to participate in Taiwan supply bureau tenders. Supplier must have own processing plant and be able to supply flue-cured tobacco leaf grades C4L, B3L and B3F. Open tender for qualified buyers to be held September for 5,000 metric tons. Minimum bid is 50 metric tons. Bank ref: Farmers Bank of China, Taipei. Contact: Bernard T. Wu, Vice President, Great International Corporation, 477 Tun Hwa S. Road, Taipei, Taiwan. Telex: 26386 GICTW. Cable: "GICTW" Taipei. Phone: (02) 731-1166 (30 Lines).

Foreign Trade Development

Sales team to Canary Islands. You are invited to join an FAS sponsored sales team to the expanding food market in the Canary Islands, October 13-16. FAS will make the appointments with potential buyers and set-up arrangements for the visit. Foods with a good sales potential include pork products, chicken, beef, turkeys and specialty meats; canned fruits and vegetables, juices, raisins, prunes and nuts. Opportunities also exist for baby foods, canned dried beans, popcorn, peanut butter, fermented beverages, barbecue sauces, catsup and chile sauce, salad dressings, canned soups, cream and milk substitute, mixed seasonings and wines. The team will consist of 10-12 firms representing non-competing lines. The participation fee is \$200 and applications will be accepted on a first-come basis. Because of the limit on the number of participants, an immediate response from interested U.S. firms is suggested. Contact: Levi L. Turner, Export Trade Services Division, Foreign Agricultural Service, USDA, Washington, D.C. 20250. Phone: (202) 447-7787.

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